

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 02422 010810Z
ACTION NEA-10

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UNCLAS JIDDA 2422

E.O. 11652: N/A
TAGS: BTIO, BENC, SA
SUBJ: SAUDI FIRM SEEKS JOINT VENTURE WITH U.S. ELECTRICAL ENGINEERING
AND CONTRACTING COMPANY

1. FUAD A. LAHAMA, GENERAL MANAGER OF THE SAWARY TRADING AND CONTRA-
CTING CO., P.O. B. 3420, JIDDA, TELEX 40095, CABLE: SAWARYCO,
TELEPHONE 21549, HAS REQUESTED THE EMBASSY'S ASSISTANCE IN
CONTACTING AMERICAN ELECTRICAL ENGINEERING AND CONTRACTING
FIRMS FOR NEGOTIATION OF A JOINT VENTURE.

2. SAUDI FIRM STATES IT WILL FIRST SPONSOR SELECTED U.S. FIRM FOR
PROJECTS IN SAUDI ARABIA AND UPON SATISFACTORY COMPLETION OF A
PROJECT WILL NEGOTIATE A LONG TERM JOINT VENTURE.
THE PERCENTAGE OF THE U.S. FIRM'S PARTICIPATION WILL BE
BY MUTUAL AGREEMENT BUT THE SAUDI COMPANY DESIRES INVOLVEMENT
AND NOT A MERE AGENCY RELATIONSHIP.

3. THE SAUDI FIRM STATES THAT IT HAS WIDE VARIETY OF ELECTRICAL
CONTRACTING PROJECTS INVOLVING COMMUNITIES, LARGE BUILDING
COMPLEXES AND OTHER SPECIAL PROJECTS, BOTH OFFICIAL AND PRIVATE.
WORTH UP TO \$200 MILLION OVER THE NEXT THREE YEARS.

4. INTERESTED U.S. FIRMS SHOULD CONTACT THE ABOVE MENTIONED
INDIVIDUAL AS SOON AS POSSIBLE. THE SAWARY COMPANY IS OWNED BY
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PAGE 02 JIDDA 02422 010810Z

SHEIKH AHMED SULEIMAN AND IS THE SUBJECT OF A WTDR (AUGUST 1977).
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Message Attributes

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